

Message Text

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INFO OCT-01 NEA-10 ISO-00 EB-07 CIAE-00 INR-07 LAB-04

NSAE-00 PA-02 SIL-01 PRS-01 INRE-00 USIE-00 SSO-00

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DRAFTED BY COM/SAD/JEMURREN/EMB

APPROVED BY EB/OCA/CM/LKLIEFORTH

COM/CAGNE/PHALE

COM/EM/JDOYLE

COM/OIM/RGARNITZ

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O 082130Z SEP 75

FM SECSTATE WASHDC

TO AMEMBASSY BEIRUT IMMEDIATE

AMEMBASSY CAIRO

UNCLAS STATE 213069

E.O. 11652:NA

TAGS:BEXP, LE, EG

SUBJECT: COMMERCIAL PRESENCE FAIR--CAIRO, MARCH 8-27,

REF: (USDOC 9603 (B) 15020 (C) 163926

1. EXPERIENCE WITH CPF'S IN DAMASCUS AND TEHRAN HAS
CONFIRMED NEED FOR EARLY START OF RECRUITMENT OF CAIRO
EXHIBITORS TO OVERCOME SHIPPING DELAYS, MATERIAL,
SHORTAGES CONSTRUCTION DIFFICULTIES, ETC.

2. SINCE CAIRO FAIR WILL HAVE TO BE RECRUITED LARGELY
IN BEIRUT, POSTS ARE ASKED TO AGREE TO FOLLOWING
SUGGESTED ARRANGEMENTS AIMED AT HAVING EXHIBITION
MATERIALS ARRIVE AT ALEXANDRIA 90 DAYS BEFORE FAIR
OPENING.

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A. RTDO BEIRUT TO MAKE UNIVERSE MAILING SEPTEMBER 15.

B. SINCE EMBASSY CAIRO PROVISION OF RECRUITMENT AND ADMINISTRATIVE SUPPORT TO U.S. PARTICIPATION IN CAIRO FAIR IS ASSUMED (SEE STATE 279299), WE REQUEST EMBASSY CAIRO ASSIGN ONE OF THE TWO COMMERCIAL OFFICERS ON TDY TO BEIRUT. SUGGEST OFFICER ARRIVE SEPTEMBER 29 TO BEGIN EXHIBITOR RECRUITMENT AND CARRY RECRUITMENT TO POINT THAT RTDO AND COMMERCE WASHINGTON CAN COMPLETE

NECESSARY DETAILS, INCLUDING COLLECTION OF FEES, BY APPROXIMATELY NOVEMBER 17. EMBASSY CONCURRENCE AND VIEWS REQUESTED.

C. SHOULD RECRUITMENT NOT BE COMPLETED AND SUFFICIENT EXHIBITORS CONTRIBUTIONS COLLECTED BY NOVEMBER 17, COMMERCE WILL BE FORCED TO CANCEL CAIRO PARTICIPATION, SINCE NEITHER ADDITIONAL FUNDS NOR WASHINGTON STAFF AVAILABLE TO COMPENSATE FOR ANY SHORTFALLS IN OVERSEAS RECRUITMENT.

3. CAIRO BUDGET OF 110,000 DOLLARS BASED ON 30,000 DOLLARS COMMERCE CONTRIBUTION AUTHORIZED REF. A) AND 80,000 DOLLARS EXHIBITOR CONTRIBUTIONS DIVIDED BETWEEN SALES OF INSIDE AND OUTSIDE SPACE REF. B.

4. EXHIBITION DIRECTOR JULIAN B. HAMMOND SCHEDULED ARRIVE EARLY JANUARY TO ASSUME DUTIES. KISSINGER

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Margaret P. Grafeld
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